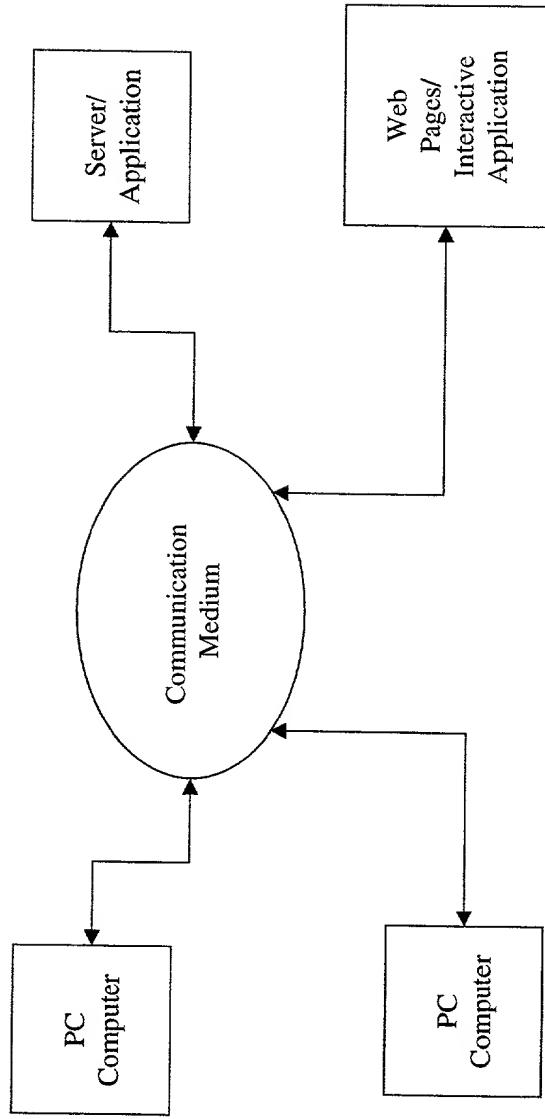


User System

FIGURE 1A.



4/12/01

UniverseVentureCapital.com

Problem

Entrepreneurs:

- Start-ups
- Emerging Growth

CONNECTIVITY VOID

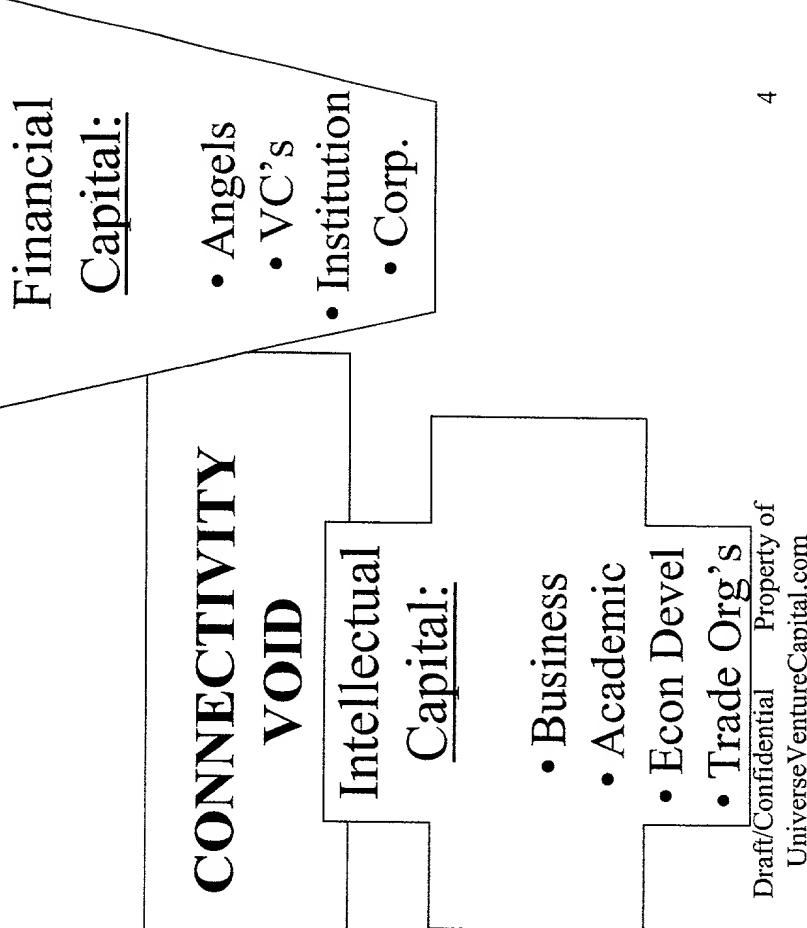
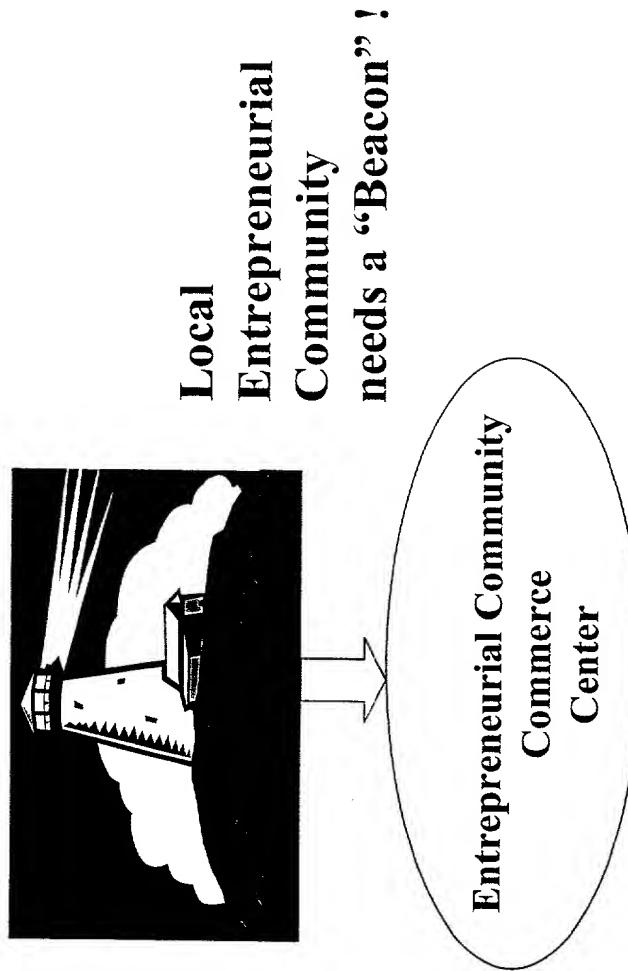


Figure 2.

SOLUTION

Figure 3.

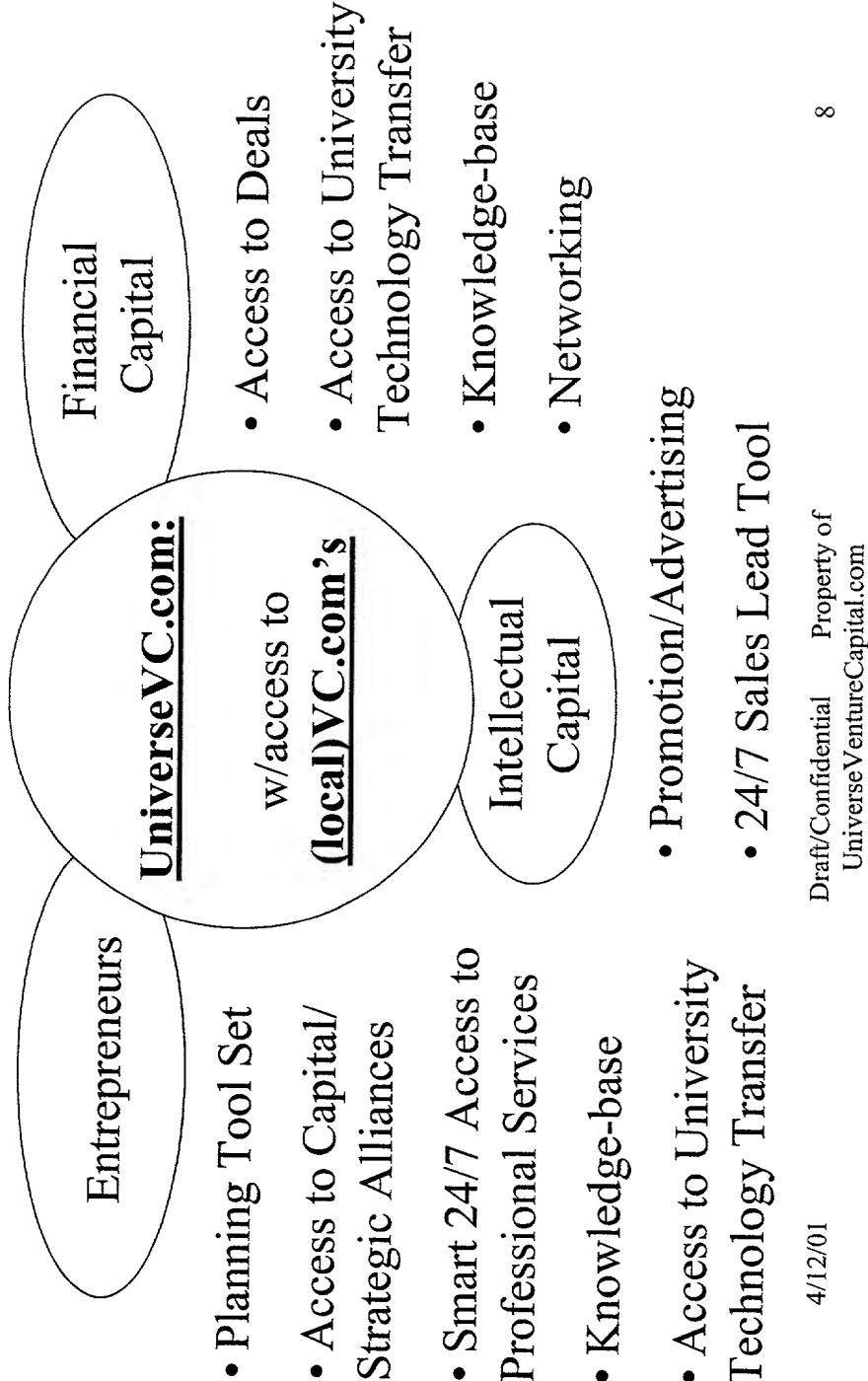


4/12/01

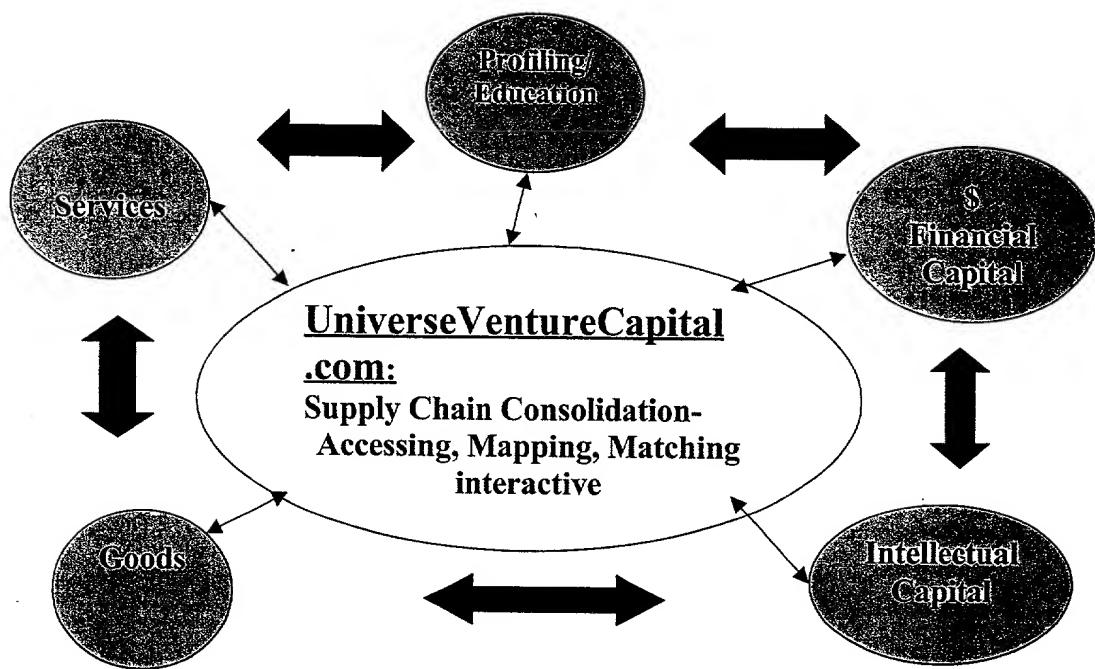
Draft/Confidential Property of
UniverseVentureCapital.com

Business Applications

Figure 4.



“Entrepreneurial/Venture Capital Community Supply Chain”



“Community Website Strategy- Products(red) and Players(gray)”

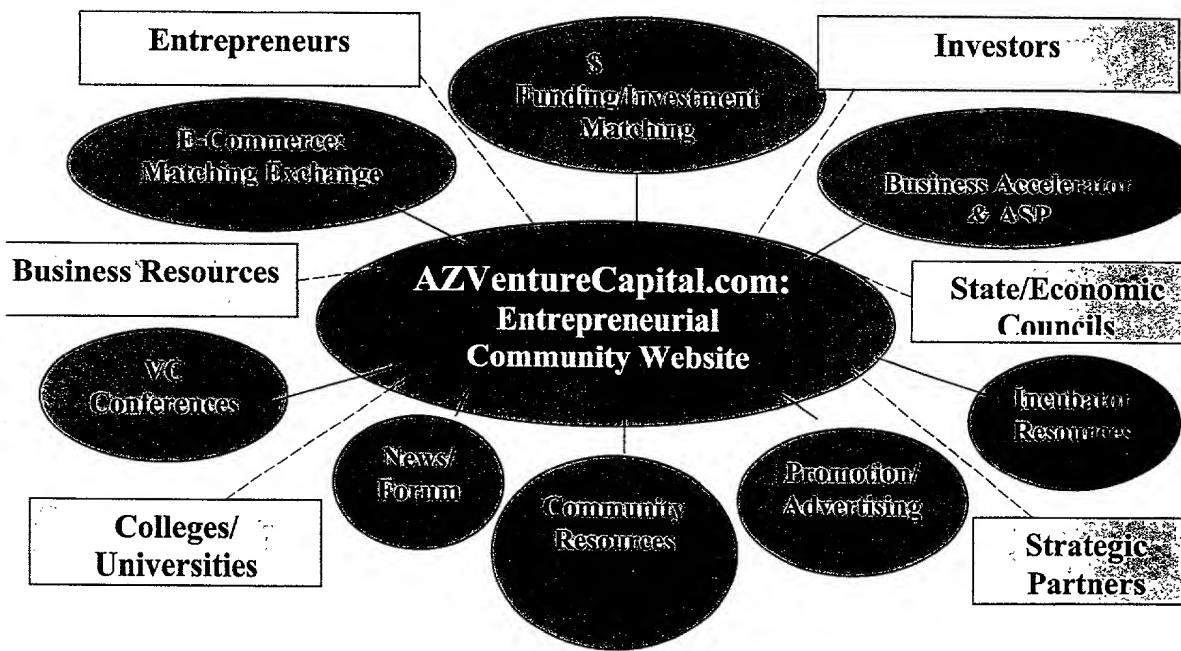


FIGURE 7.

HOME ABOUT US ACCELERATOR B to B ENTREPRENEURS FORUM INVESTORS NEWS RESOURCES

ABOUT US

- **Company:** info problem product market goals
- **“Connecting Communities”:**
Web application mapped to a new venture acceleration workflow process acting across global/national/state/metro economies
- **Advisors**
- **Mission**
- **Process**
- **Products**
- **Services**

UniverseVentureCapital.com:

(elevates local VentureCapital.com's)
= Global Entrepreneurial
Community Website



LocalVentureCapital.com's:

(networked
Local Entrepreneurial
Community Website)



4/12/01

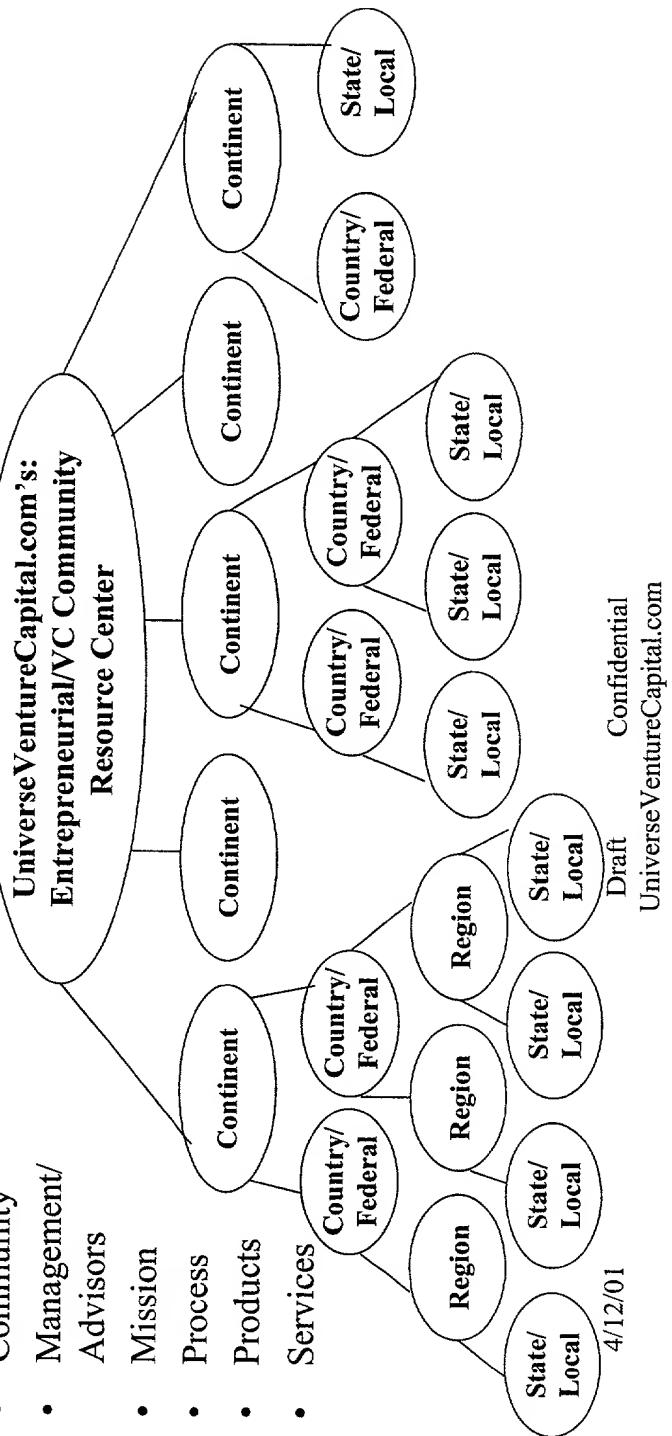
Draft Confidential
UniverseVentureCapital.com

FIGURE 8.

HOME [ABOUT US](#) ACCELERATOR B to B ENTREPRENEURS FORUM INVESTORS NEWS RESOURCES

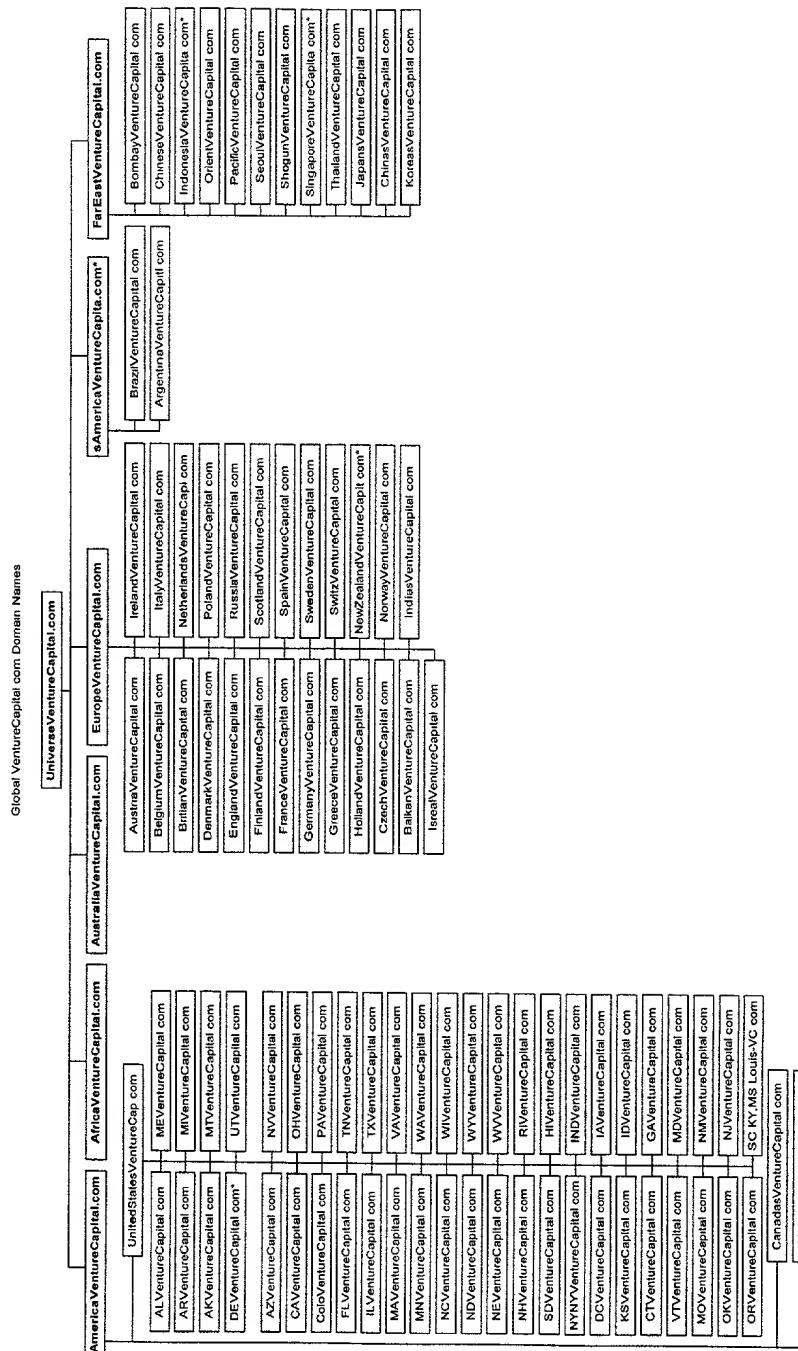
ABOUT US

- Company
- Community
- Management/
Advisors
- Mission
- Process
- Products
- Services
- **Company: info problem product market goals**



IP: Domain Inventory

Page 9.

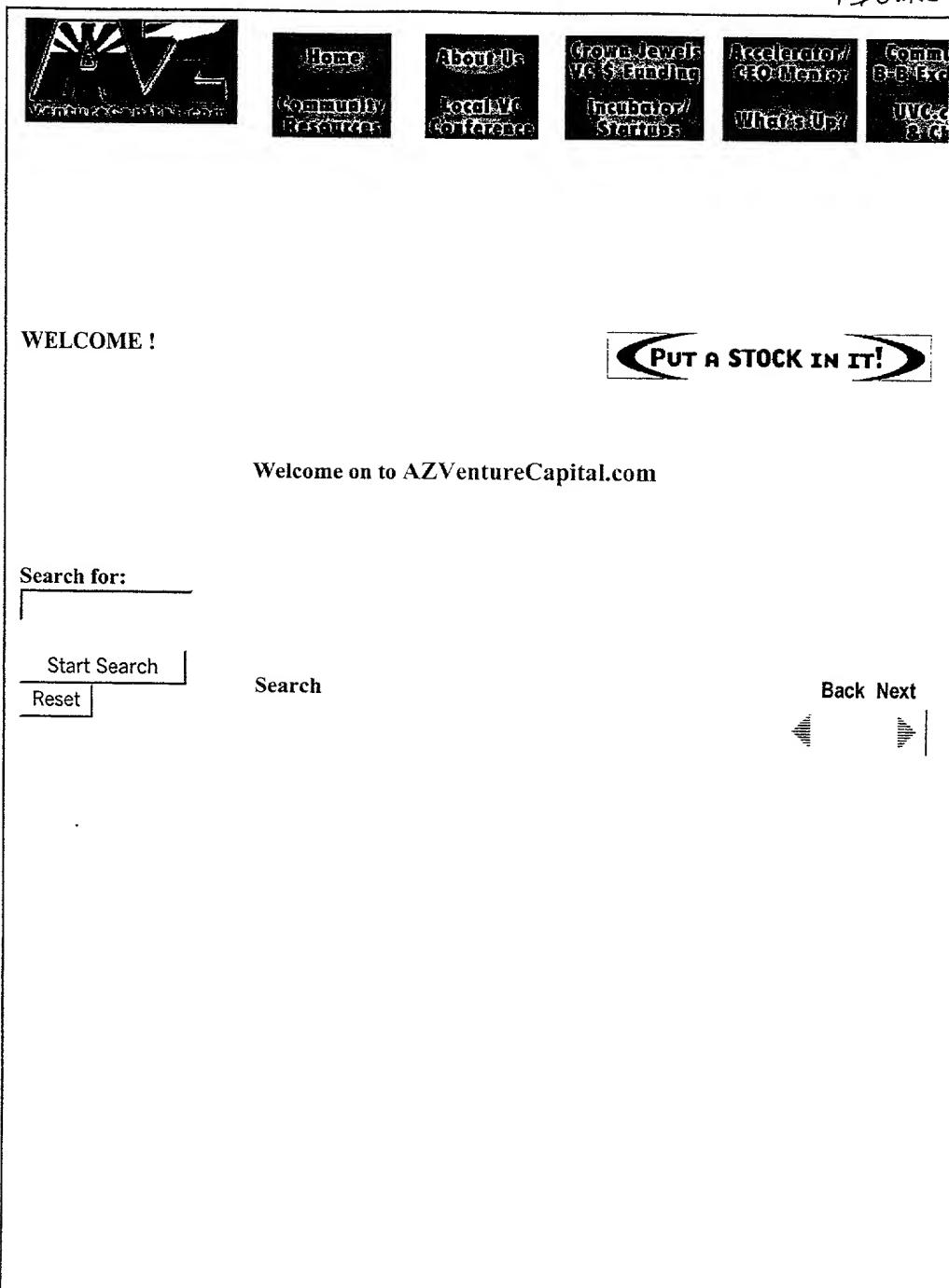


4/12/01

Draft/Confidential
Property of
UniverseVentureCapital.com

15

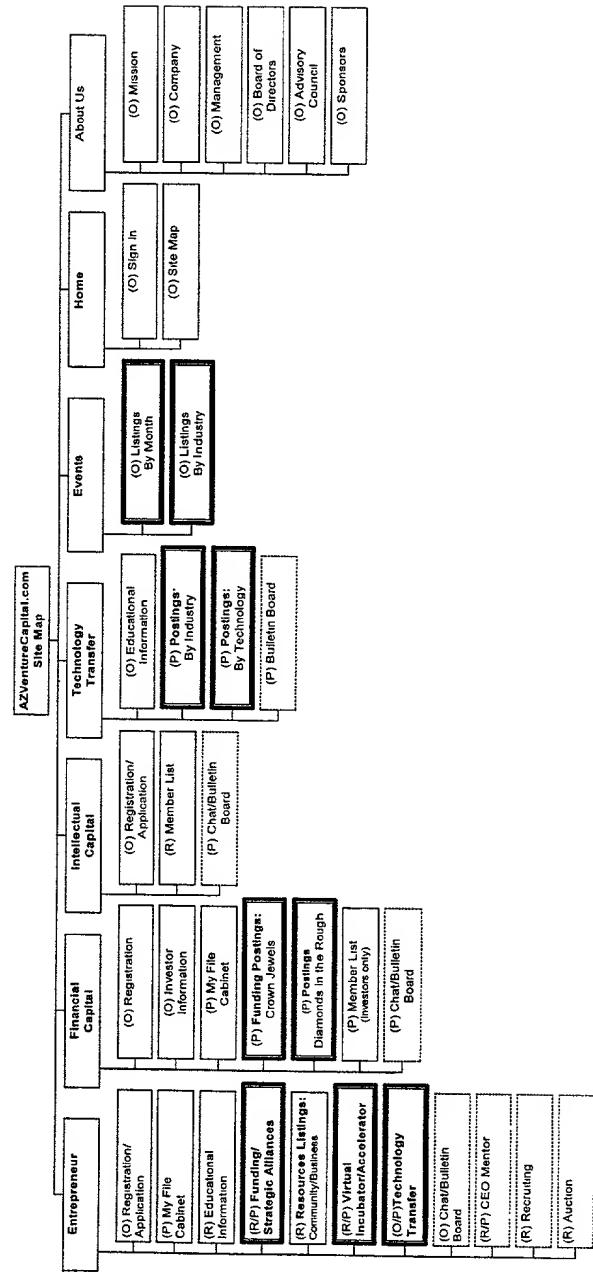
FIGURE 10.



UniverseVentureCapital.com

Website Mapping

Website Activities, Schedule, and Permission Legend
 Purple border- Phase I and Static Info
 Green border- Phase II and interactive
 Gray dotted border- Phase III and interactive
 Open Permission- O
 Registration Permission- R
 Password Permission Levels- P



4/12/01

Draft

AZVentureCapital.com
Confidential

Figure 11.

UniverseVentureCapital.com

Website Organizational Chart

(local community example)

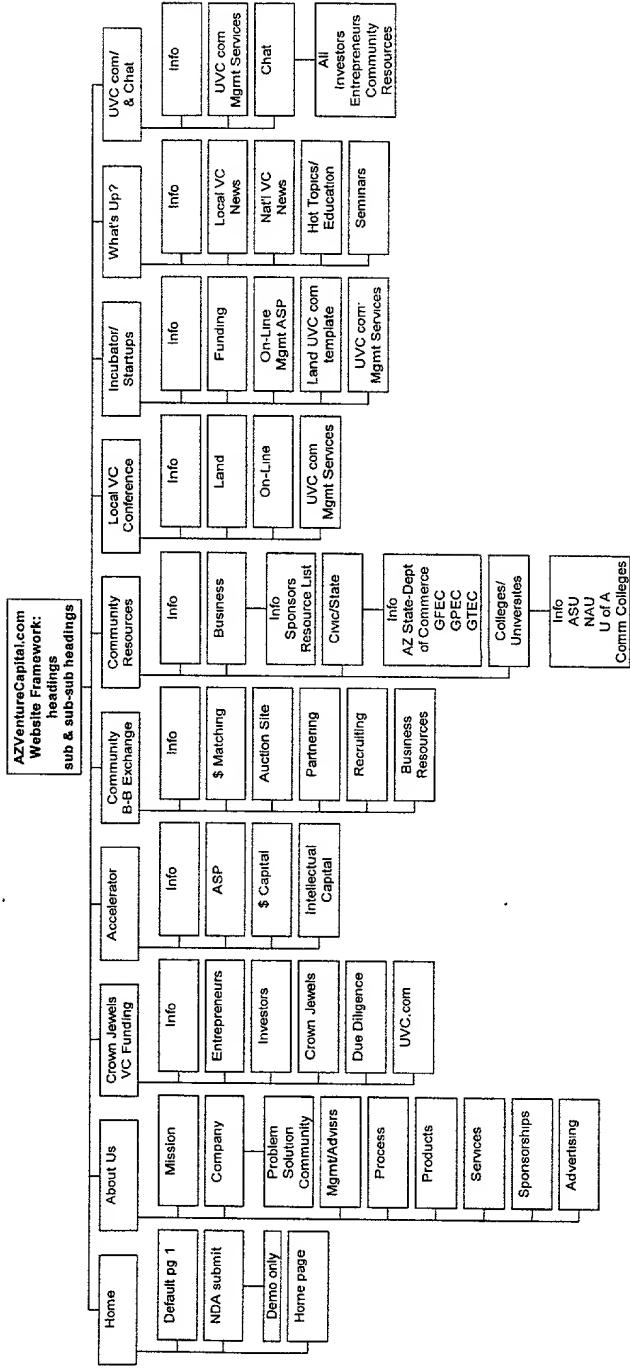
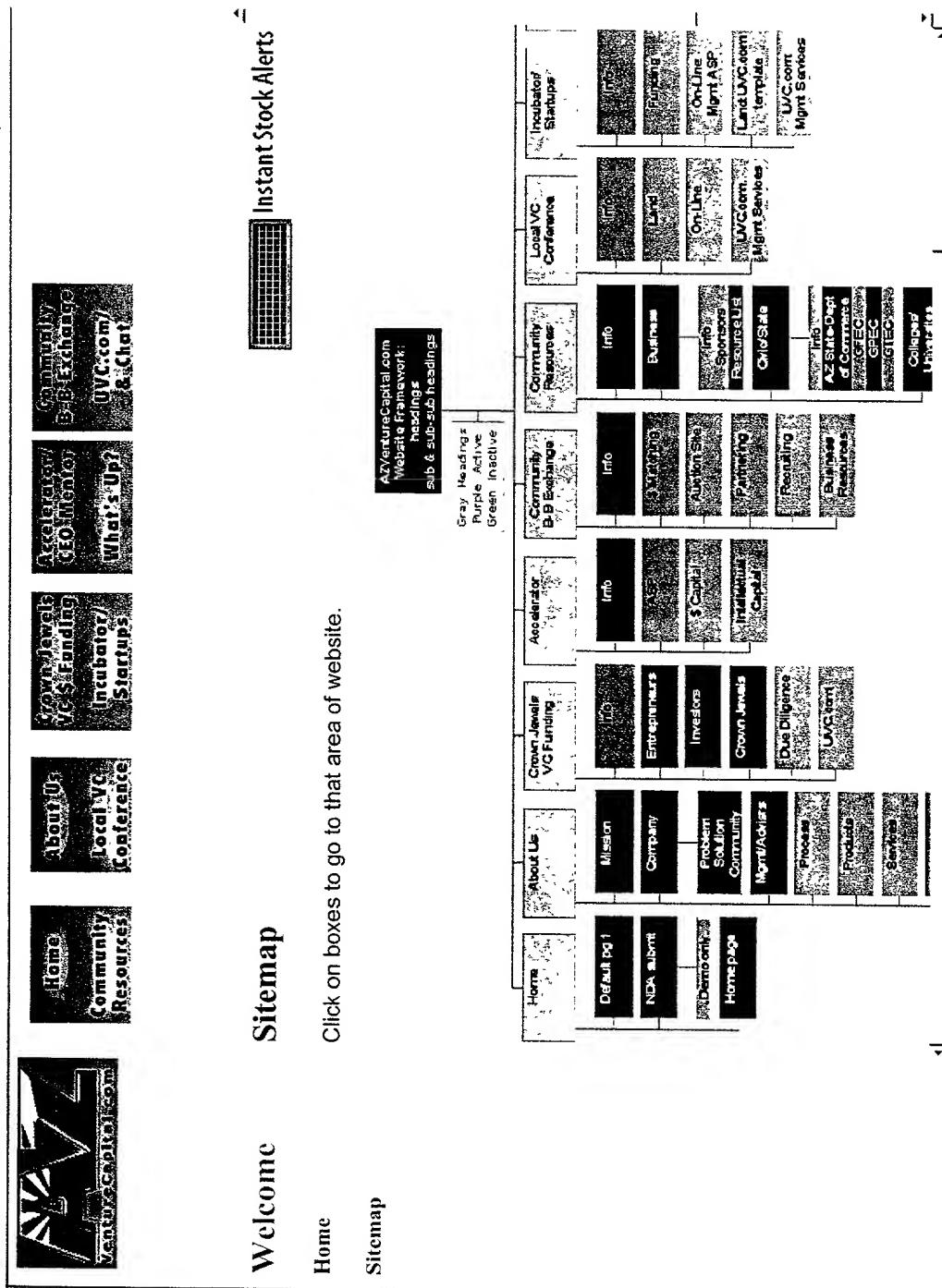


Figure 12.

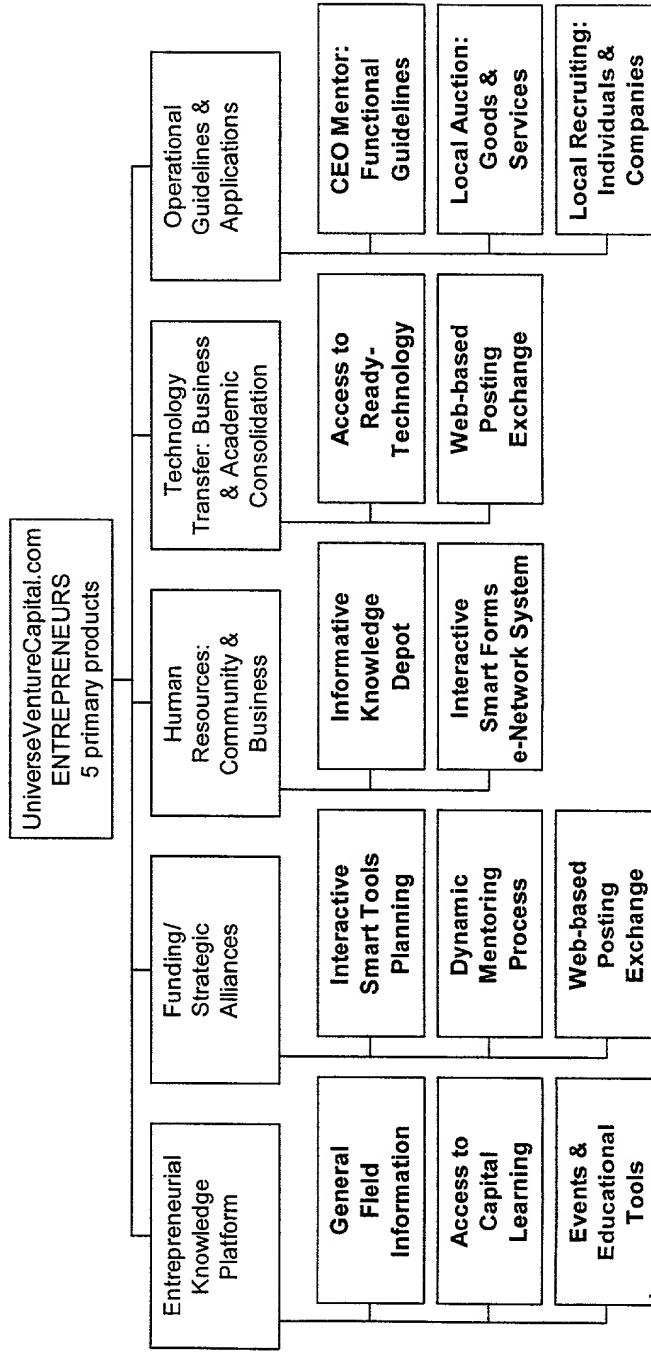
4/12/01

Confidential
UniverseVentureCapital.com



Entrepreneurs: Product Tools

(local community example)
Entrepreneur's Product Suite



4/12/01

Confidential

UniverseVentureCapital.com

Figure 14.

UniverseVentureCapital.com
 Example Template
Executive Business Summary

(list company name, provide logo if possible)

Company and Background

_____ (the "Company") was founded in _____ (month) of _____ (year) and is located in _____ (city), _____ (state). The Company's is currently in the _____ (choose; start-up, emerging growth, middle market pilot launch, or full operation) stage within the _____ (choose list; industry type). The Company is _____ (choose: privately-held, public) and has been incorporated as _____ (choose; an Arizona, a Delaware) corporation on _____ (list; date). The founding member(s) include (list names/titles) _____, _____, _____, _____.

The Company's core business **description** is to provide (briefly describe market solution in <50 words)

The Company's mission is to (briefly describe <50 words) _____

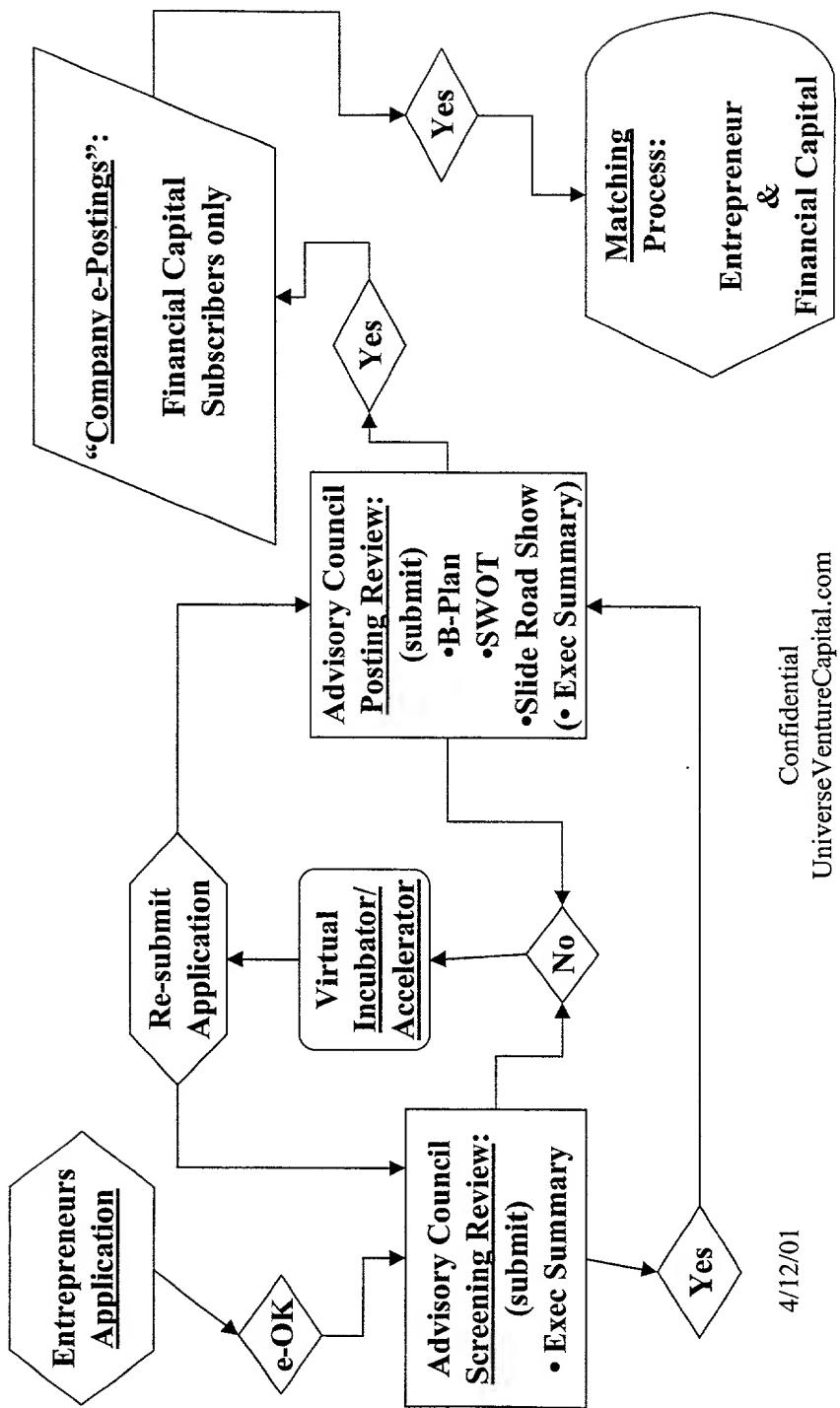
The Company is seeking (choose: outside financial capital, **distribution, manufacturing, R&D, M&A**) primarily due to its strategic plans to _____ (choose; incubate, accelerate, divest) its business. The **strategy use of the proceeds** will enable the Company to mainly _____ (choose; fund, advance, support, complete) _____ (choose select; development, operations, sales/marketing, **the sale of the Company**, other description). The Company strongly believes that the capital infusion will provide enough (choose: economic fuel, beneficial resources, win-win opportunities) to achieve (briefly describe goal(s)<25 words)

WHY? The Company's strategic rationale addressing the **WHY** of market problem includes (briefly describe the market problem and WHY the Company is planning their strategy <25 words)

WHY NOW? Market timing is critical to the success of the Company's strategic solution because (briefly describe the rationale of WHY the current timing in the market for the Company's solution is critical to success <25 words)

Entrepreneurs: Dynamic Mentoring/e-Posting Process

Figure 16.



4/12/01

The screenshot shows the homepage of AZVentureCapital.com. The top navigation bar includes links for Home, About Us, Crown-Judge VCs Standing, Accelerate GE Mentor, Company Profile, and My VC. The main content area features a section titled 'Management' with a sub-section 'Management' and a logo for 'PUT A STOCK IN IT!'. To the left, there is a sidebar with links for About Us, Mission, Company Information, Mgmt/Advisors, Process, Products, Services, and Sponsorships/Ads. The right side displays a detailed organizational chart for the 'ADVISORY COUNCIL'.

Management

Management

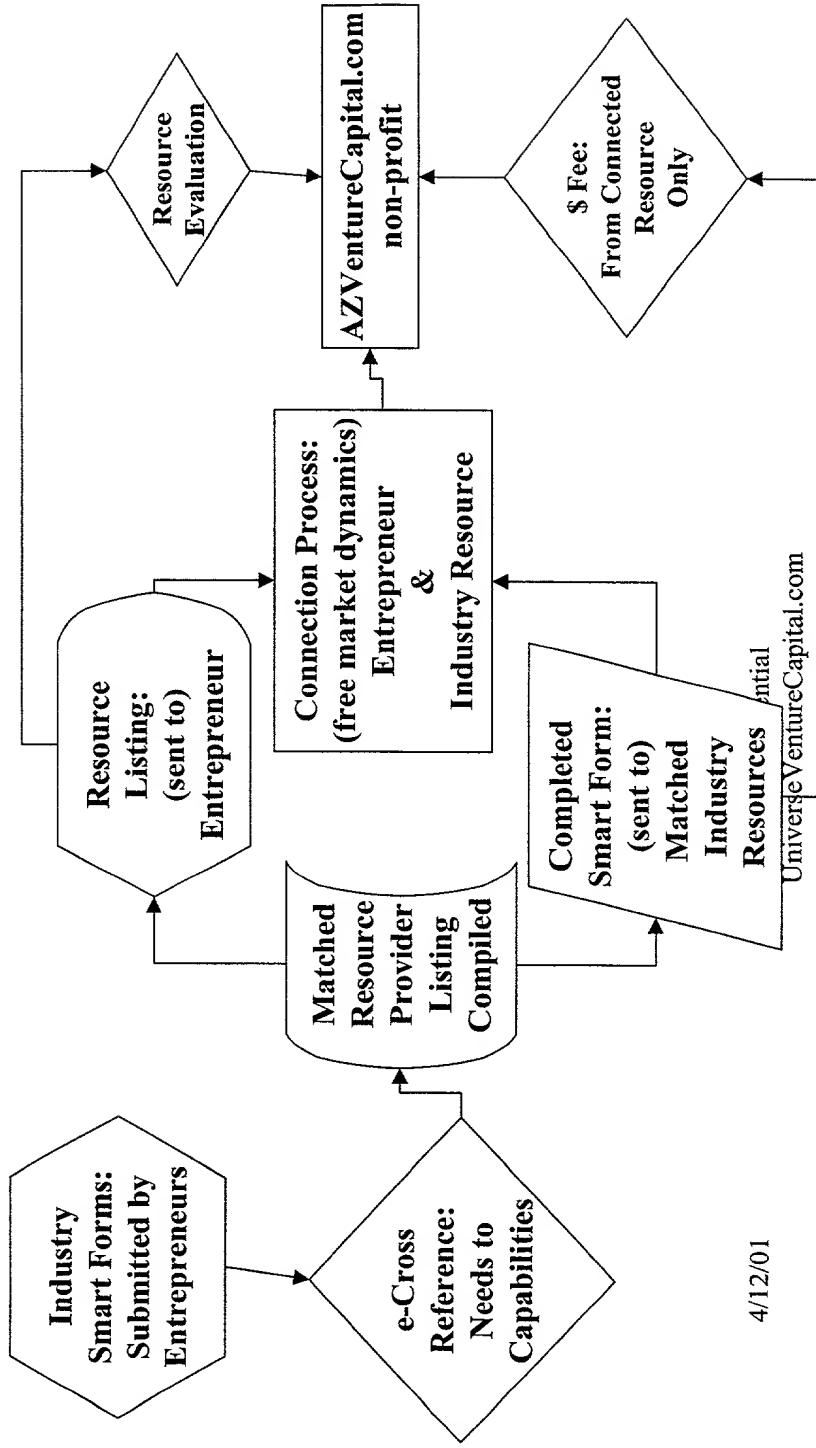
Management/Advisors

ADVISORY COUNCIL

```
graph TD; AC[ADVISORY COUNCIL] --> SC[Screening Council]; AC --> PC[Posting Council]; SC --> VC[Venture Capital]; SC --> LD[local Dept Commerce]; SC --> BR[Business Resource]; SC --> NE[New Economy Co]; PC --> A[Angel]; PC --> E[Entrepreneur]; PC --> U[University];
```

<http://204.138.167.5/myweb/default2.htm>

Entrepreneurs: Virtual Incubator/Accelerator Process (Interactive e-Network System)



4/12/01

Figure 18.

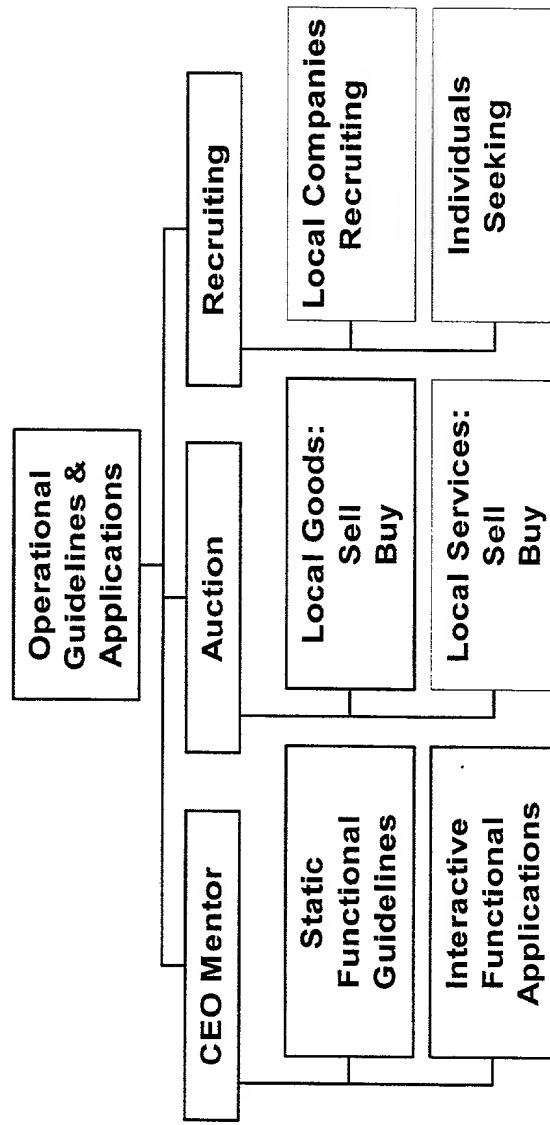
FIGURE 19.

Entrepreneurs:

Operational Guidelines & Applications

(local community example)

AZVentureCapital.com



4/12/01

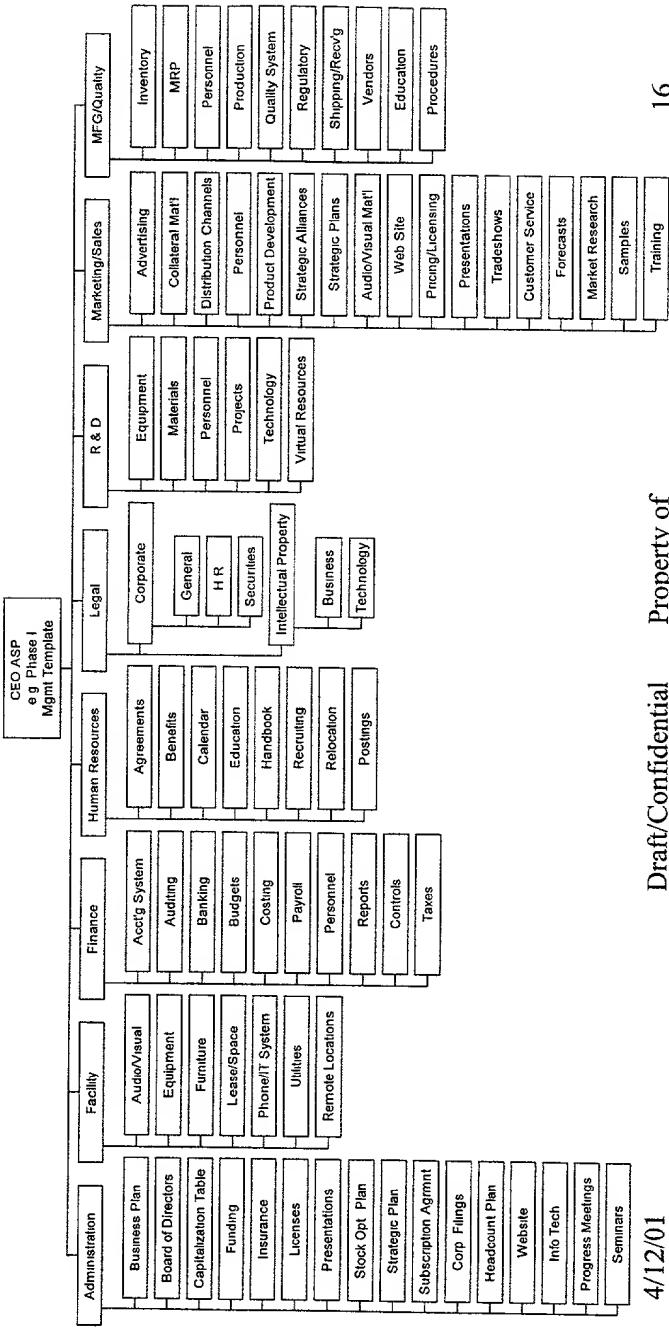
Confidential

UniverseVentureCapital.com

CEO MENTOR



CEO ASP: Staged Company Mapping and Management System
 Phase I: Startup
 Phase II: Emerging Growth
 Phase III: Full Operations
 (green= active, yellow= potential active, red= in-active)



4/12/01

Draft/Confidential
 UniverseVentureCapital.com

16

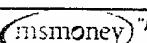
FIGURE 20.


[Home](#)
[About Us](#)
[Town-Level VC\\$ Funding](#)
[Accelerator/CEO Mentor](#)
[Comm B-B EXC](#)

[Community Resources](#)
[Local & Regional Conference](#)
[Incubator/Startups](#)
[Workshop](#)
[UVG EXC](#)

[About Us](#)
[Information](#)

[Mission](#)


"Invest In Your Future"
SWEEEPSTAKES

[Company Information](#)

Community Resources: Entrepreneurs create alliances with business resources, local State/economic development groups and teaching institutions...

[Information](#)

Goals:

Mgmt/Advisors

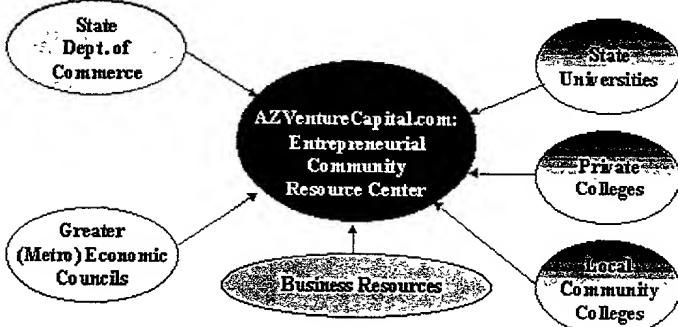
- Enhance the Arizona entrepreneurial community's access to financial and intellectual capital
- Support community leadership in growing Arizona's "New Economy"
- Promote economic development of entrepreneurial companies.

[Process](#)

Products

Services

Sponsorships/Ads



Search

Back

Next

Business; Resource List

- **Resource List:**

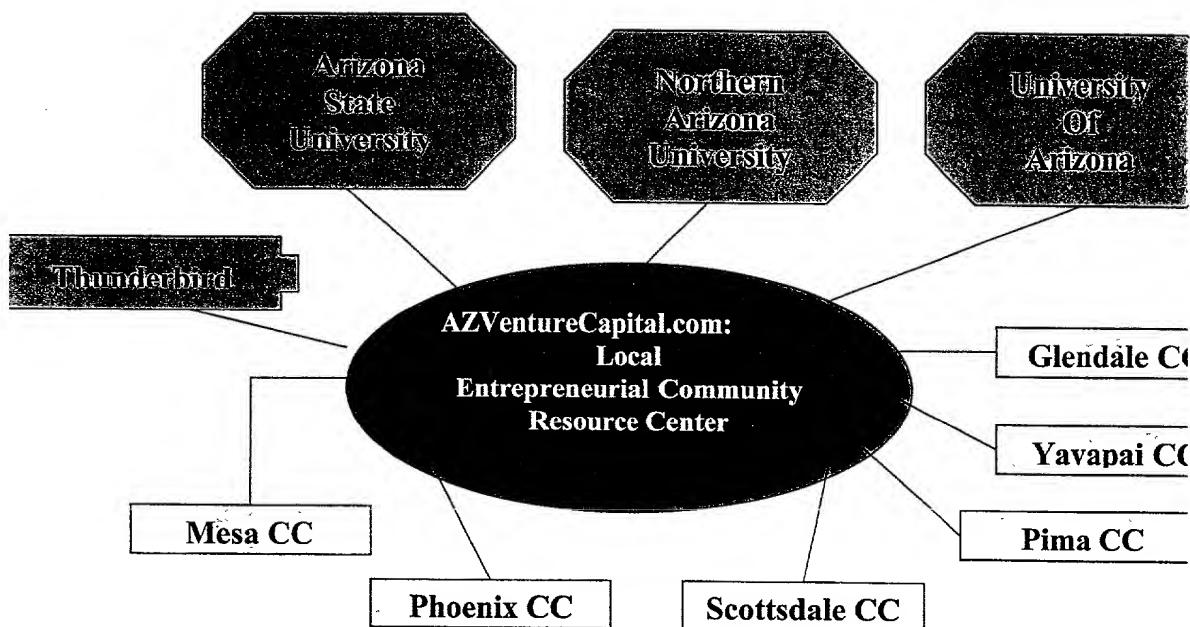
List **Accounting** **Banking** **Financial** **Insurance** **IT**
Legal **Marketing** **Real Estate** **Recruiting** **Telcom**

Accounting Resources:

<u>Name</u>	<u>Type/Specialty</u>	<u>Stage(s)</u>	<u>Division</u>	<u>Location</u>
Ernst & Young (LOGO) (hyperlink)	Full-service <u>Business Description</u> (e.g. elevator pitch)	I., II. Entrepreneur	Entrepreneur	Statewide

Remaining Acct'g firm postings...

Universities/Colleges (Examples)




[Home](#)
[About Us](#)
[Corporate/Investing](#)
[Accelerator/CIO Mentor](#)
[Community](#)

[Community Resources](#)
[GFEC/LOCATE](#)
[Incubator/Startups](#)
[Wirtschaft](#)
[Info](#)

[Information](#)
[Business Environment](#)
[News](#)
[Organization Chart](#)
[Programs](#)

Community Resources

Information

Business

[Info](#)
[Founding Sponsors](#)
[Resource List](#)

Civic/State

[Info](#)
[AZ State](#) [Dept. of Commerce](#)
[GFEC- Flagstaff](#) [GPEC- Phoenix](#)
[GTEC- Tucson](#) [GYEC- Yuma](#)

Colleges/ Universities

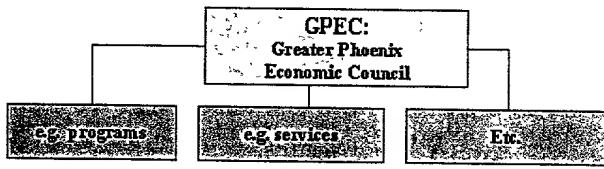
[Info](#)
[ASU](#) [NAU](#)
[U of A](#)
[Community Colleges](#)
[Thunderbird Int'l University](#)

Civic/State: GPEC- Phoenix

[oneCore.com](#) 

[Business Environment](#) [News](#) [Organization Chart](#) [Programs](#)

This section provides another exposure vehicle for the Greater Phoenix Economic Council to identify its offerings and programs which benefit the Entrepreneurial Community. It provides a roadmap of insight for the entrepreneur, both in-state and out-of-state, highlighting GFEC'S beneficial business tools, programs and people. This section augments the Department of Commerce's offerings and it would allows the entrepreneur to capture additional opportunities, but, on a more local basis...



[Search](#)
[Back](#) [Next](#)



Economic Development(example)

© 2001 UniverseVentureCapital.com. All rights reserved.

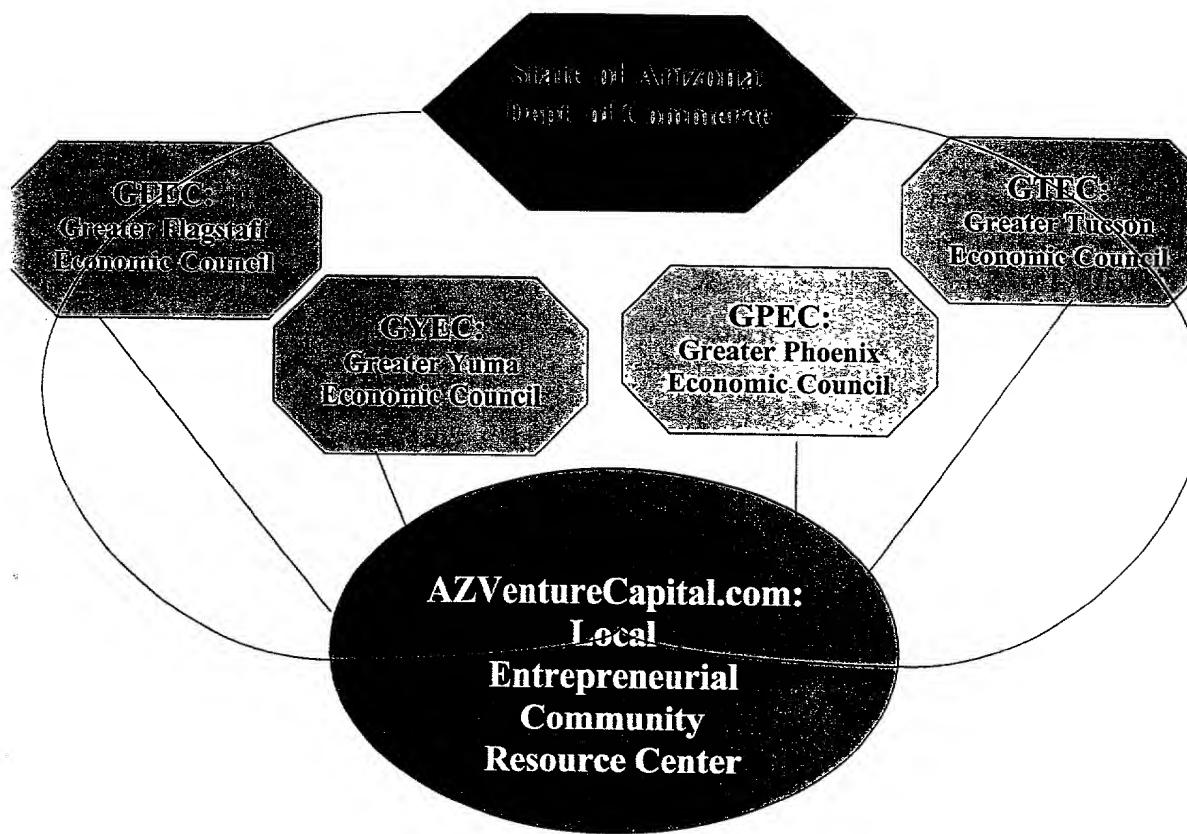


FIGURE 26.

**Academic
Resource Center:**

A text description for each category:

Description/Insight
Core Competencies
Entrepreneurial Education
On-line Education
Research
Grants
Faculty Consulting
Student Internships
Technology Transfer

**Economic
Development
Resource Center:**

A text description for each category:

Description/Insight
Core Competencies
Services
Knowledge/Education
Research
Grants
Apprenticeships
Job Training
Seminars

**Trade Organization
Resource Center:**

A text description for each category:

Description/Value
Core Competencies
Services
Knowledge/Education
Research
Grants
Job Training
Seminars

Technology Transfer: License Opportunity Process

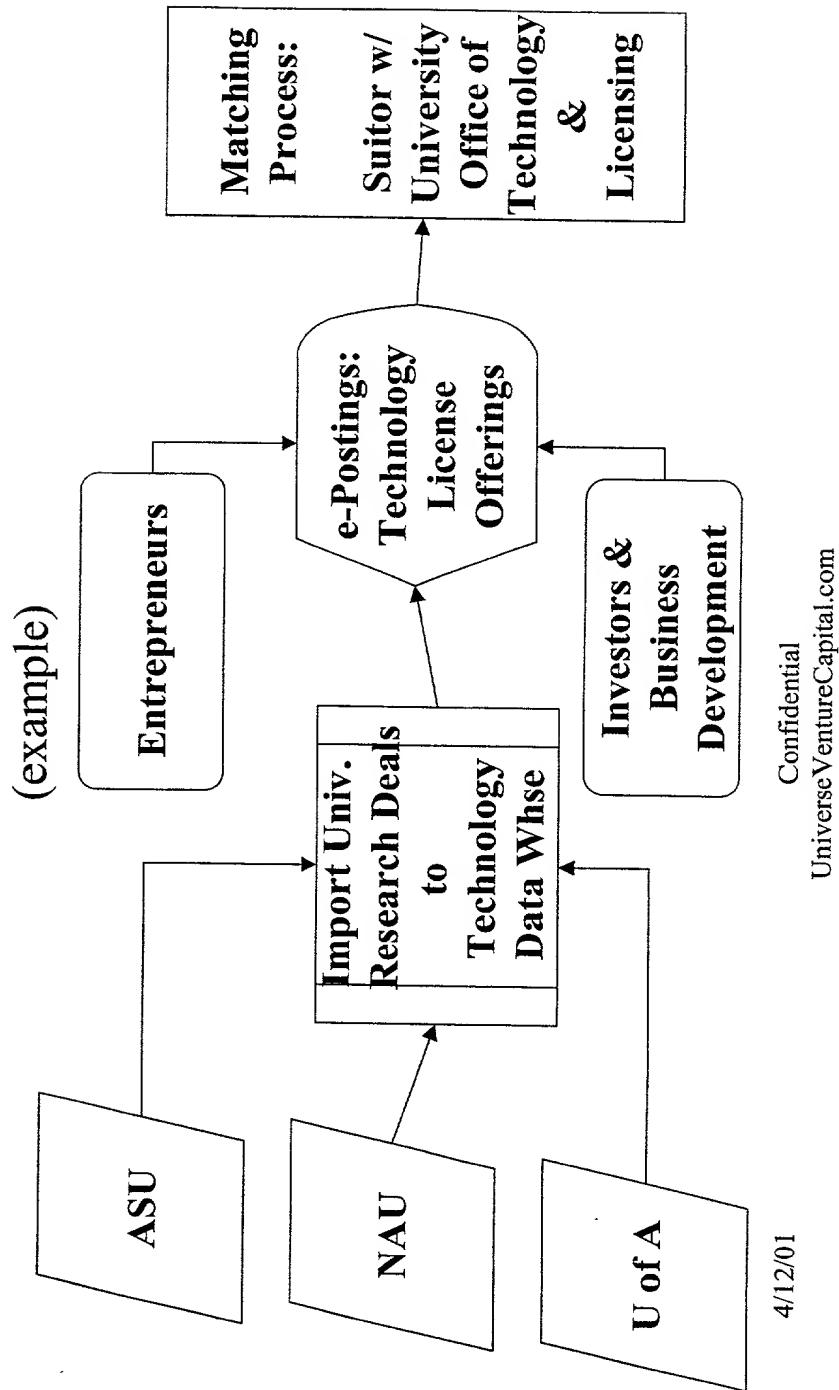


FIGURE 27.

4/12/01

Confidential

UniverseVentureCapital.com

Universities/Colleges

University:

Curriculum Focus	<u>Office Technology Licensing</u>	Research Programs	Student/Faculty Work Programs	
<u>Technology Transfer Listings</u>				
Industry	Technology Type	Description	Research Dept.	Access

The screenshot shows a web page from 2000. At the top is a horizontal navigation bar with six items: Home, About, Government, Education, Technology, and Business. Below this is a sidebar on the left with links for Community Resources, Information, Business, Civic/State, and Colleges/Universities. The main content area features a table with columns for Industry, Technology Type, Description, Research Dept., and Access. A search bar is at the bottom of the main area.

Community Resources

Information

Business

Info
Founding Sponsors
Resource List

Civic/State

Info
AZ State -
Dept. of Commerce
GFEC- Flagstaff
GFEC- Phoenix
GTEC- Tucson
GYEC- Yuma

Colleges/
Universities

Info
ASU
NAU
U of A
Community Colleges
Thunderbird Int'l
University

Home
Government
Education
Technology
Business

Government
Education
Technology
Business

Technology
Business

Community Resources

Colleges/Universities: ASU

Instant Stock Alerts

Industry Technology Type Description Research Dept. Access

Search

Back Next

Industry	Technology Type	Description	Research Dept.	Access

FIGURE 30.

UniverseVentureCapital.com
Profiles (example)
Financial Capital Profile:

COMPANY PROFILE

Company Name:

Contact Name: _____ **Title:** _____

Address:

City: _____ **State:** _____ **Zip:** _____

Phone: _____ **Fax:** _____

E-mail:

Sponsor: **Platinum** **Gold** **Silver** **Bronze** **None** **Sign-up**
(drop-down box)

Investor Type: **Angel** **Venture Capital** **Institutional** **Corporate**

Business Description: (provide a brief description of business; <50 words)
(fill-in box)

Headquarters: (list location)

(fill-in box)

Territory(s): **Local** **State(AZ)** **Regional** **U.S.** **Int'l** **other**
(drop-down box/fill-in box for other)

Industry(s): (list primary industry of firm/entity) ...
(fill-in box)

Core Competency (s): (list primary core competency(s) of firm/entity)

(fill-in box)

Fund Size: (list the \$ currently under management, and available)

(fill-in box)

Fund Cycle: (list the maturity life of fund; early, mid, end)

(drop-down box)

Future Funds: (list the projected completion of raising the next fund and \$ size)

(fill-in box)

Insight/Value: (provide a brief description that you offer the Community; <50 words)

(fill-in box)

References: (provide three industry references for due diligence purposes)

(fill-in box)

Portfolio of Investment Criteria for Entrepreneurial Companies:

Company Type: **Start-up** **Emerging Growth** **Middle Market**
(drop-down box)

Investment Stage: **seed** **series A** **series B** **series C** **series D**
(drop-down box) **pre-IPO** **IPO** **mezzanine** **other**

\$ Investment Range: (select same as Posting drop-down)
(drop-down box)

\$ Revenue Range: (select same as Posting drop-down)

(drop-down box)

Co-Investor(s): **Friends/family** **Angels** **Venture Capital** **Institutional**
(drop-down box) **Corporate**

Need(s): **Funding** **Distribution** **Mfg'g** **R & D** **M & A**
(drop-down boxes)

Industry(s): (select same as Posting drop-down) ...
(drop-down box)

Niche(s): (select sub-specialty market(s) within industry) created from entrep. co's
(drop-down box)

Core Competency(s): (select primary core competency(s)) created from entrep. co's
(drop-down box)

Territory(s): **Local** **State(AZ)** **Regional** **U.S.** **Int'l** **other**
(drop-down box/fill-in box for other)

of employees: (select range)
(drop-down box)

Technology Transfer: (select Industry(s) of interest)
(drop-down boxes) (select Technology(s) of interest)

Entrepreneurs to Financial Capital:

- Venture Capital Posting Board: (postings)

By Industry By \$ Size All

STRATEGY TYPE:

Funding Distribution Manufacturing R & D Merger/Acquisition

FUNDING LEVEL:

A. \$50,000-\$1M B. \$1M-\$10M C. \$10M-\$50M D. Other _____

INDUSTRY TYPE:

Agriculture/Mining Construction Distribution E-Commerce Finance
Hotels/Motels Manufacturing Real Estate Retail Technology Telcom Transportation
Services Utility All

DUE DILIGENCE TOOLS (on-demand): Non-Disclosure Agreement Requirement by Company: Yes No

— Executive Summary — Business Plan — Slide Road Show
— SWOT Analysis — 24/7 Video™ — Report Card
(to access, highlight company and click on desired info)

STRATEGY: Funding/Distribution FUNDING: B. \$1M-\$10M INDUSTRY: Manufacturing
COMPANY STAGE STRATEGY \$ SEEKING DESCRIPTION FEATURING LOCATION
Micritos II. Pilot Launch Funding \$ 4,000,000 Tissue Diagnostics IP Flagstaff, AZ
StarChip III. Full Launch Funding/Distrib. \$ 9,500,000 Semi-Conductor Mfg Mfg' Plant Gilbert,AZ
4/12/01 Confidential

UniverseVentureCapital.com



- [Home](#)
- [About Us](#)
- [Grown Jewels VC Funding](#)
- [Accelerator/Incubator](#)
- [Community Services](#)

- [Community Services](#)
- [Local UVC Conference](#)
- [Member of SBA](#)
- [What's Up?](#)
- [Web Page](#)

Crown Jewels VC \$ Funding

Information

Entrepreneurs
Application Process
Executive Summary

Investors

Crown Jewels

Due Diligence

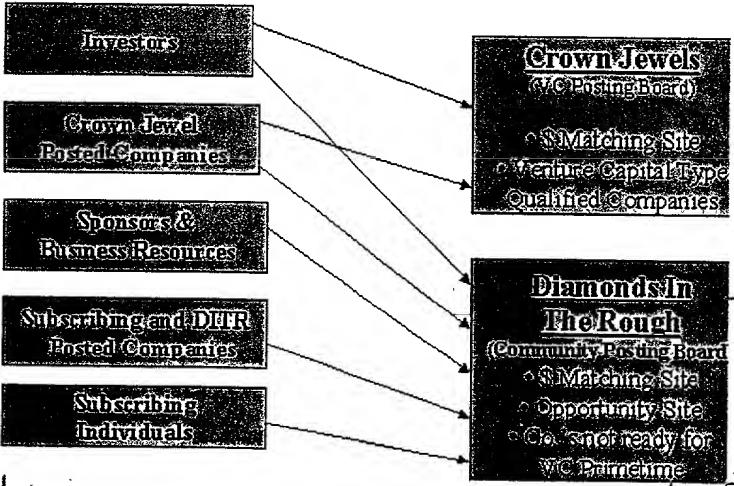
UVC.com Services

Investors

Instant Stock Alerts

AZVentureCapital.com offers the accredited investors the opportunity to review pre-qualified entrepreneurial companies seeking funding via the Crown Jewels posting board. The Crown Jewels companies are divided and categorized into two distinct sections, by industry and by size, in order to provide the investor with a simple approach to identifying companies which align closer to their respective investment portfolios.

AZVentureCapital.com's two major objectives are to post pre-screened, highly qualified entrepreneurial companies seeking funding and streamline the investors due diligence process. The submitting entrepreneurial companies are subjected to a rigorous review process, having to pass through both advisory screening and posting panels consisting of leaders from the business community. Secondly, AZVentureCapital.com web-based approach also reduces the logistical barriers by providing a host of templated business tools(executive summary, business plan, road show, swot, 24/7 video) which produce consistency and increase efficiencies in the due diligence process....



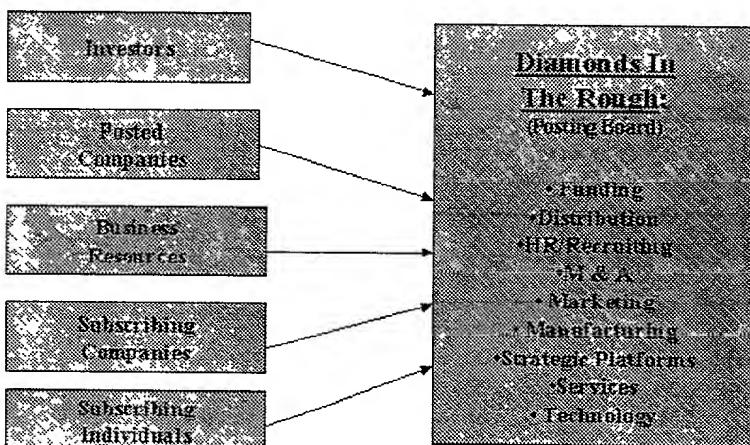
```

graph LR
    Investors[Investors] --> CJ[Crown Jewels  
(VC Posting Board)]
    Investors --> DITR[Diamonds In The Rough  
(Community Posting Board)]
    CJ --> MatchingSite1["$ Matching Site  
Venture Capital Type  
Qualified Companies"]
    DITR --> MatchingSite2["$ Matching Site  
Opportunity Site  
Companies not ready for  
VC Dateline"]
    CJ --> Sponsor["Sponsors & Business Resources"]
    DITR --> Sponsor
    CJ --> SubDITR["Subscribing and DITR  
Posted Companies"]
    DITR --> SubDITR
    CJ --> SubIndividuals["Subscribing  
Individuals"]
    DITR --> SubIndividuals
  
```

Exchange

Instant Stock Alerts

AZVentureCapital.com extends beyond its Crown Jewel \$ matching product to those companies which are not ready for venture capital primetime funding opportunities, and known as the "Diamond In The Rough" posting board. These companies that don't qualify currently for venture capital are given access to promote their offering to a wider range of business development opportunities in the entrepreneurial community. Meanwhile, the Diamond In The Rough companies can be building the proper structure via the virtual resources offered by AZVentureCapital.com to define, sophisticate and implement strategies designed to accelerate and elevate them to the Crown Jewel level. The entrepreneurial community will have access to vast array of business resources consolidated into this business to business section, Diamonds In The Rough posting board, of AZVentureCapital.com. Diamonds In The Rough subscribers will include accredited investors (angels, vc's, institutional co's), Crown Jewel co's, business resources, outside companies, and a variety of individuals, all of which may offer unique and creative opportunities.



Diamonds In The Rough:

Company Directory List Company Postings Entrepreneurial Business Community Board

Company Postings

Diamonds In The Rough

Funding: \$50,000-\$1M \$1M-\$10M \$10M-\$50M
Distribution E-Commerce HR/Recruit M & A

Marketing Manufacturing

Strategic Platforms Services Technology

(category sub-headings)

Exec Sum B-Plan SWOT Analysis Road Show 24/7 Video™

Company Stage Seeking Description D I T.R.

Location

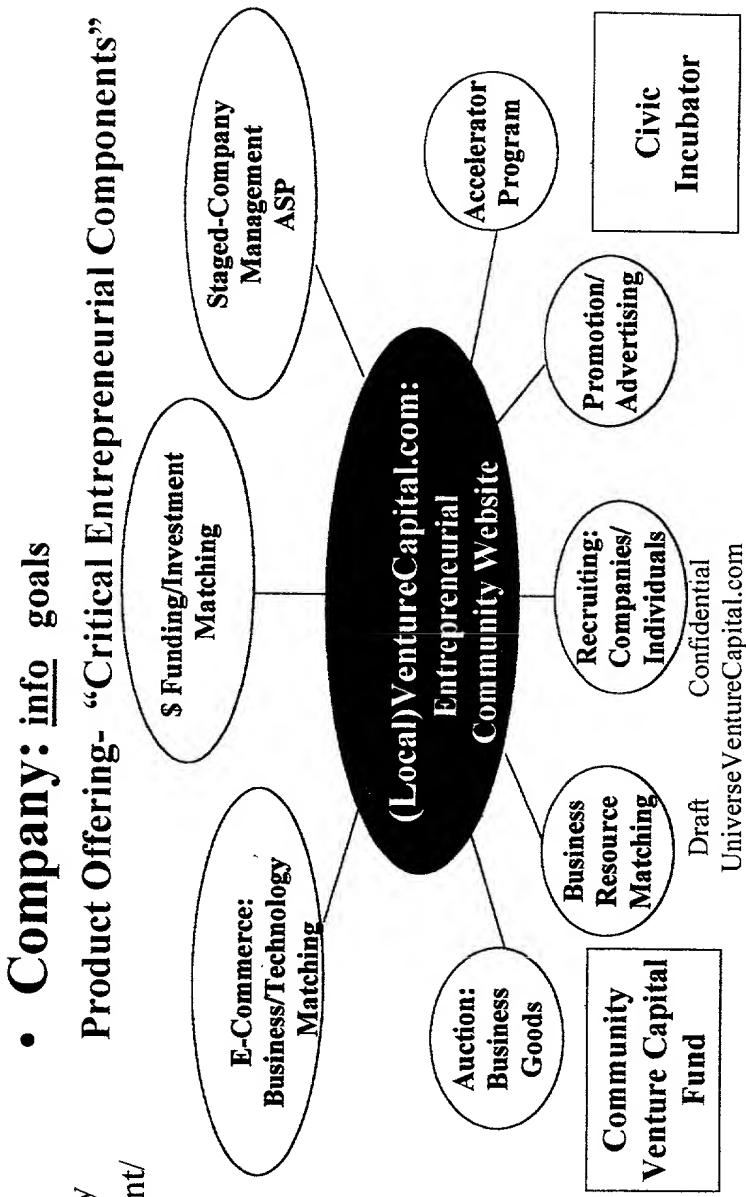
FIGURE 33.

HOME [ABOUT US](#) ACCELERATOR [B to B ENTREPRENEURS](#) FORUM [INVESTORS](#) [NEWS RESOURCES](#)

ABOUT US

- Company
- Community
- Management/ Advisors
- Mission
- Process
- Products
- Services

- Product Offering- “Critical Entrepreneurial Components”



3/29/00

Draft Confidential

UniverseVentureCapital.com

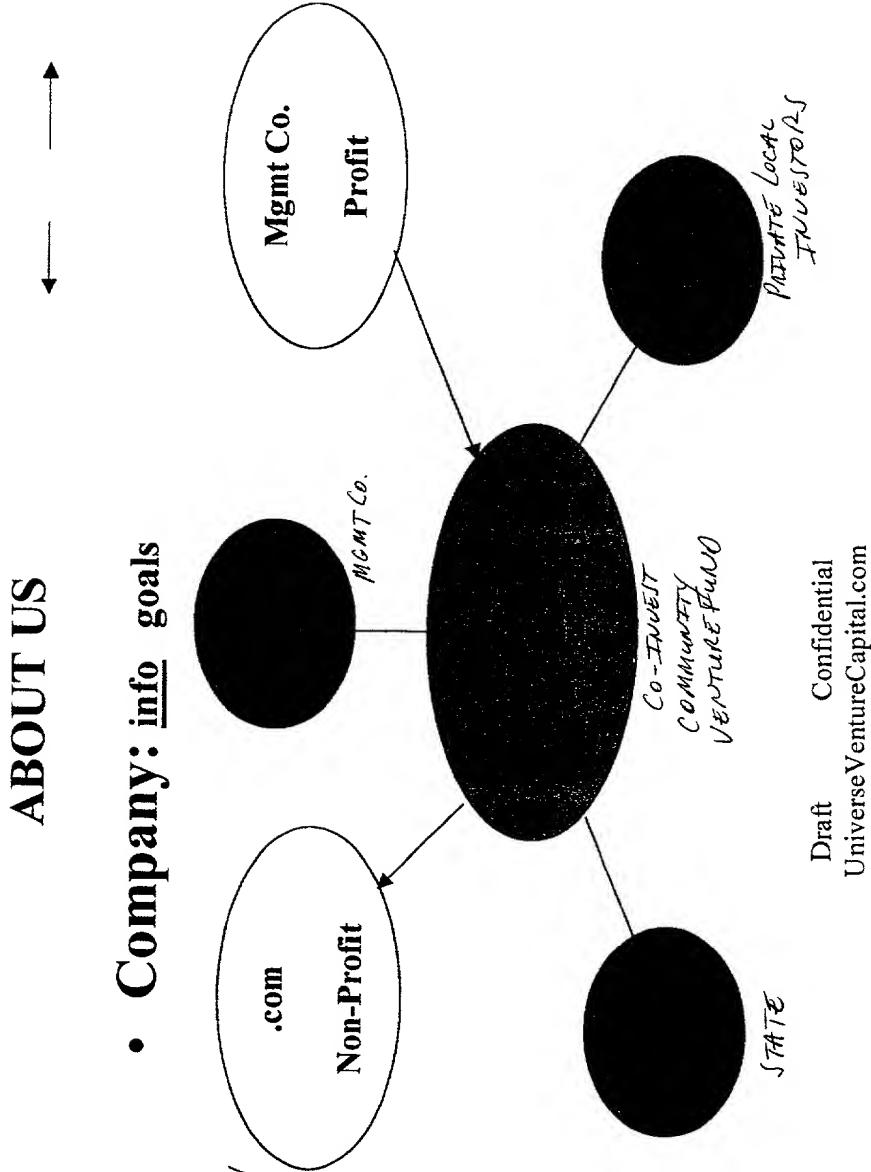
Figure 34.

HOME ABOUT US ACCELERATOR B to B ENTREPRENEURS FORUM INVESTORS NEWS RESOURCES

ABOUT US

- Company
- Community
- Management/
- Advisors
- Mission
- Process
- Products
- Services

- **Company: info goals**



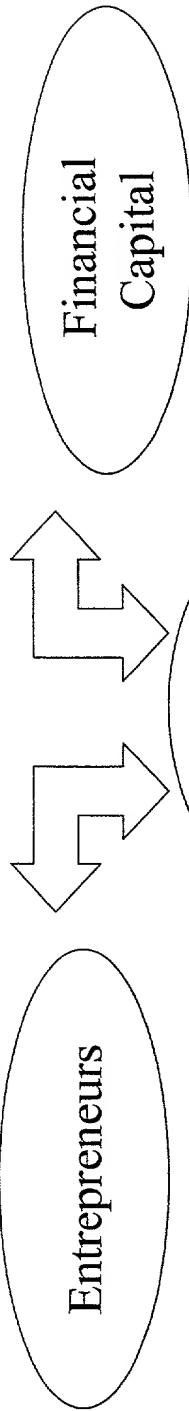
3/29/00

Draft Confidential
UniverseVentureCapital.com

Figure 1.

Model:

Entrepreneurial/Venture Capital Community Center



SAME OLD STORY...
Consolidating &
Connecting
The Key Players

UniverseVC.com:
“Smart Conduit”
w/3-way access
(local)VC.com’s

NEW TECHNIQUE...
Web-assisted with
Software Smarts

4/12/01

Draft/Confidential Property of
UniverseVentureCapital.com